



# Eastern Division International Association of Fire Chiefs

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## Minutes EDIAFC Board Meeting, Wednesday August 13<sup>th</sup>, 2008 - 7:00 P.M.

Present: Askenstedt, Warrick, Walton, Lowden, Hungerford, Lane, Showmaker, Mellits, Holcombe, Stahl

Absent:

### Opening Remarks - President Lowden

### Minutes

The board received the minutes from the July, 13, 2008 Teleconference. There was a motion and a second to approve the minutes of the July 13, Conference Call. **Motion passed.**

**Secretary Treasurer Report:** See attached Report

**Conference Calls:** Remember the conference call phone number is: **1-888-891-0496** and the code is **2732021**. All of the calls are Sunday at 7:00 PM. The 2008 schedule is as follows;

Month	IAFC Call	EDIAFC Call
September	11	14
October	09	12
November	13	16
December	11	14

### NYS AFC 2008 Sponsorship Check

The Secretary reported that the NYS AFC 2008 sponsorship pledge had been received.

### EDIAFC Conference

Heritage Hills still has not forwarded the contract documents for the 2009 and 2010 conference. The Secretary will review the documents and will execute the contracts as long as they are correct.

York Convention Bureau had committed to having registration help and promotional materials for the conference. We are awaiting a commitment for a \$500.00 sponsor ad for the program.

## **FRI Luncheon**

The luncheon arrangements are set for 150 people. The luncheon is in the convention center at 11:30 in rooms 702-706.

## **Delaware Director**

Chief Willard “Bill” Betts, has been recommended by the Delaware State Fire Chiefs to fill the existing vacancy in the position of Delaware Director. The Secretary explained that the Constitution and By-Laws allowed the Board to fill the vacancy until the next annual conference. Therefore, the term of the appointment would expire at the 2009 conference, at which time Delaware would elect a Director for a two year term.

There was a **motion** by Walton and a second by Lane to appoint Willard Betts as the Delaware Director. **The motion passed unanimously.**

## **Fire Rescue GPO Contract**

The Secretary reported that he had reviewed the new Fire Rescue GPO contracts and the changes that they included.

The changes are as follows; Please note that the numbered items are statement of the GPO Director. The indented paragraphs below each numbered item are the Secretaries explanations.

- 1) Clarifies the new ownership and structure of FRGPO program  
The new contract spells out the National Purchasing partners owns the GPO and the Western fire Chiefs act as liaison to the Divisions and Associations. WFCA also manage all disbursements of GPO revenues.
- 2) Strengthen understanding of marketing responsibilities of division.  
This is listed in the new contract agreement. It is close to the old language. It mandates an Advisory Council Member (currently Jim Seavey)
- 3) Added section explaining FRGPO Advisory Council responsibilities.  
The duties are outlined in the new contract. They were not in the old contract.
- 4) Strengthen language about sharing revenue with states and engaging states to promote program but still allows flexibility for Divisions to make their own decisions in this area.  
Presently, the Division gets 40% of the revenue from sales within the Division, and another twenty percent of the revenue from all GPO Sales. This was formerly the IAFC share.

Under the new terms the Division will still get 40% of the sales within the Division. The new contract says that it is with the “intent” to give half to the states, based on their sales. The EDIAFC Board recently changed the way that money was to be distributed to make it based on associations attending Five State Summits. Under the new agreement, it is implied, but not mandated that we would be obligated to forward the shares to the sales based on their sales in

their states

5) Strengthen language about revenue share and division responsibilities including allowing for the continued sharing of the "former IAFC 20%" with the Divisions but keeps open for other use as needed.

The new contract also states the 20% of total national gross sales, formerly the IAFC share, and recently given to the Divisions can be handled differently. In the new contract, the WFCA has the decision of how this 20% will be disbursed and there is no guarantee it will go to the Divisions. That would be a significant (between \$4,000 and \$5,000 per year) revenue loss for the Division if the WFCA took it from the Divisions.

The last quarter the Division received roughly \$2,600 from the GPO. The 20% former IAFC share that we now get was \$1,100.00. The 40% for the Division was \$1,500 for the \$2,600 total. Under the new system, The Division would get \$750, the states would split \$750 and the WFCA would decide where the other \$1,100 was disbursed. That means we could go from \$2,600 for the quarter to \$750 for the same period. For the year, that would reduce revenue from \$10,400 to \$3,000. That is a huge impact

6) Eliminates some unnecessary language and sections

This is very vague and other changes exist. For instance there is a clause that either party can terminate the agreement within 180 days.

7) In case it comes up (and it may since some Board members may not recall original agreement) the language about providing membership lists is basically the same as it has always been in all other agreements so it shouldn't create new problems for anyone if it hasn't before now.

This is correct.

The Secretary recommended that we agree to the new contract. If the WFCA decide to not continue the 20% IAFC share to the Divisions, then we may wish to give notice that we attend to leave the GPO in the 180 period allotted in the contract. At this time we do not have a lot to lose by renewing, but should circumstances change, we may wish to reconsider being a part of the GPO.

The Secretary further pointed out that the GPO is currently a \$10,000 income in the annual budget. Even with giving the states their percentages, it is a \$7,000 income. That will be hard to replace. We will also have to watch very carefully what happens after the new contract goes into effect. If the WFCA does not continue to disburse the IAFC share, then we will need to make budget adjustments for expenses in the next year.

The Secretary reported that he had spoke to Crosby Grindle, Director of the GPO. Crosby explained that the reason the language about the Western having discretionary control of the former IAFC share was that they wanted to leave the door open for the IAFC to get back involved. Crosby said the IAFC's 205 would continue to be split among the Divisions as it is now as long as the IAFC opted not to get back involved.

The Secretary added that he did not see much chance that the IAFC would get back into the GPO, because they had experienced vendor animosity over it and they had also spent a lot of money getting the GPO removed from IAFC web sites and literature.

There was a **motion** by Holcombe and a second by Hungerford to authorize the Secretary to execute the new contract as written. **The motion was approved unanimously.**

### **Election Results**

Only 28% EDIAFC members voted in the recent election.

### **Open Agenda**

#### **FLSS Board Elections**

The secretary reported the Division had been sent requests to support Bill Timmons from New York in his bid for a seat on the FLSS BOD. The requests came from NYSAFC and from ICC.

There was a motion by Hungerford and a second Lane by, to support the candidacy of Mr. Timmons for the FLSS Board. The motion passed unanimously.

Les will forward our endorsement of the codes bill to Delaware legislators as requested by ICC.

#### **VCOS**

The Secretary asked the Board to attend the VCOS Section meeting and support our members, Steve Miller and David See. VCOS will elect their officers at that meeting.

#### **Valor Committee**

Dan Lane said he has tried to get the Valor Award to the recipient without any success. Efforts are being made to present the award.

#### **IAFC Board Meeting**

Bill Walton said the Board discussed DHS changes to the IAFC Board They discussed EMAC and the Board thought EMAC was broken and needed to be overhauled.

The IAFC is in some financial problems. The Board is cancelling Strategic Planning for next fall. Bill said the Board is switching to a one year budget to be able to respond quicker to economic issues.

Wildland Fire presented an in depth discussion on policy proposals.

The Board is sending letters to NFPA opposing changes to ICS standards. The Board also is looking to have NFPA set standards for ambulances and they are asking NFPA to establish a technical committee to develop such standards.

There is a membership DVD that has been developed and will be available to the states for

**Adjournment**

The meeting was adjourned at 7:45 P.M.